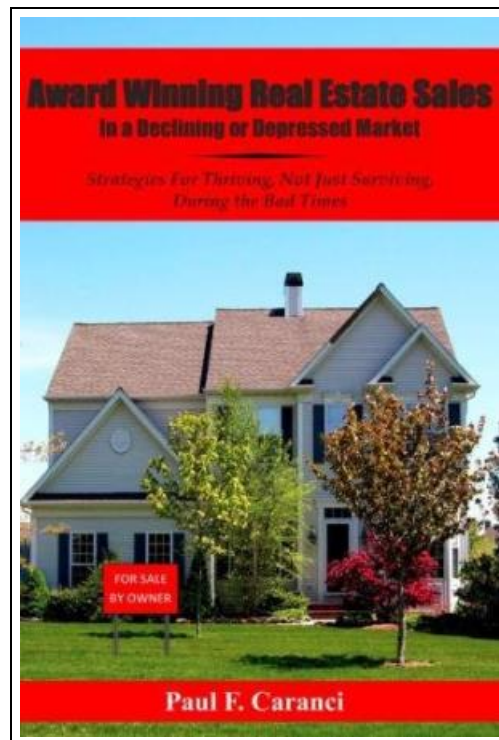


Award Winning Real Estate Sales in a Declining or Depressed Market Strategies For Thriving, Not Just Surviving, During the Bad Times



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(Arielle Ledner)

AWARD WINNING REAL ESTATE SALES IN A DECLINING OR DEPRESSED MARKET STRATEGIES FOR THRIVING, NOT JUST SURVIVING, DURING THE BAD TIMES



Stillwater River Publications. Paperback. Condition: New. 64 pages. Dimensions: 9.0in. x 6.0in. x 0.1in. Regardless of where in the United States you are licensed to sell real estate, the market is subject to cyclical highs and lows. Many real estate agents find that when the market is flourishing listings can be plentiful and clients can be obtained through traditional methods. But what happens when the market tanks? Some agents leave the profession in disgust. Others search for less conventional ways to continue their real estate success. This book will help all agents garner more listings in any market but it is intended for those who are searching for a way to, not just survive, but rather to thrive when market conditions are not so conducive to word of mouth or traditional advertising methods. Marketing to For Sale By Owners (FSBOs) can be intimidating to many real estate agents causing them to shy away from one of the most lucrative marketing strategies available to them. In fact, because many agents refuse to approach a FSBO, it remains one of the most productive weapons available in an agent's arsenal. After all, these are people who have already made a firm decision to sell their home. They just don't realize yet that they will net more money from the sale if they hire a real estate agent even after paying commissions as high as 6 or 7. This book will demystify the process of working with FSBOs. It will teach you all you need to know to not only identify and approach a FSBO, but to contract for the listing and make more money than you ever thought possible in any real estate market, particularly a depressed or declining one. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN....

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